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## Cutwater Bankruptcy Workshop One Page Overview

### **Overview**

When a business approaches a point where sustainability is in question, quick action and a strategic growth model needs to be immediately developed and implemented before the scale tips and the business goes into wind-down mode.

### **Assessments**

CIA Analysis™. A full assessment is created of the current state of the business and the timing and optimum value that the business could exit at in the future. Included in the assessment are several gauges as to the sustainability of the business and the surrounding dangers that circle around businesses approaching unsustainability. These issues that are assessed include:

- Current leadership/management
- Current revenue flow (increasing, stagnant, decreasing?)
- Cash Flow assessment/Burn Rate
- Creditor Assessment from largest to smallest
- Banking situations, including impending defaults and banking requests
- Regulatory issues and/or civil lawsuits
- Legal team and bankruptcy attorney representation
- Public relations representation

### **Strategic Game Plan**

Once we have assembled the above criteria for the current status of the business, and its environment, a specific Strategic Game Plan is assembled to meticulously bring the company through the short-term issues to sustainability and on to a strategic exit.

### **Workshop Agenda**

- Overview of Cutwater's strategy for turnaround situations
- Data Gathering for subject company
- Completed CIA Analysis™ for subject company with commentary for each criterion point
- Detailed discussion on the real dangers of each criterion point below the safe threshold
- Strategic game plan for each criterion point and the specific dangers of the advisors and managers that are not 100% in touch and on board with the strategic plan.
- Transition from turnaround plan to growth plan to exit plan
- Exit transaction numbers and distributed performance compensation numbers for all parties for various scenarios of exit values
- Questions will be welcome throughout each agenda item and final Q&A will be taken for as long as necessary
- Next steps and meeting appointments will be scheduled for interested parties